

BUSINESS DEVELOPMENT PROGRAM FOR THE SOFTWARE INDUSTRY

(TC-99-10-05-6-UR)

EXECUTIVE SUMMARY

Requester and executing agency:	Uruguayan Software Association (CUS)		
Beneficiaries:	Small software-producing businesses		
Financing:	Modality:	Nonreimbursable	Facility III-A
	CUS:	US\$ 729,000 (45%)	
	MIF	US\$ 891,000 (55%)	
	Total:	US\$1,620,000	
Objectives:	The main objective of the program is to help increase the competitiveness of small software-producing businesses in Uruguay in the global market. The purpose of the program is to strengthen the management of small software companies by providing: (i) training in quality and cost control; (ii) business management, financial management, marketing, and strategies for entering new markets and managing software production; (iii) support for developing a regulatory, tax, and financial framework to strengthen businesses in the sector.		
Execution schedule:	The execution period is 36 months. The disbursement period is 42 months.		
Conditions precedent:	The following activities are considered conditions precedent to the first disbursement: (i) creation and startup of the technical committee (paragraph 4.4); (ii) hiring of the program director (paragraph 4.3); and (iii) implementation of the Operating Regulations (paragraph 4.4).		
Exceptions to Bank policy:	None.		
Environmental and social review:	The Committee on Environment and Social Impact reviewed the Abstract on 2 March 2001, and had no comments on the document.		